



cc: DM's

c/m: 11-8-96

Stephen R. MacLeod
Region Operations Manager
Buffalo #1610

November 8, 1996

TO: BUFFALO REGION DM's

RE: 1997 PDI MENU / ALLOCATIONS

Dear Managers:

The attached FSC letter outlines PDI deployment for 1997. Please review and follow the guidelines specified in the letter.

As previously communicated, we should have procedures in place to order any remaining 1996 PDI items. Any 1996 PDI items remaining as of December 1, 1996 will be eliminated and used against WAVE I requests.

Once WAVE I allocations have been entered into the system, quantities selected will be available for use during mid February to April time frame.

Division allocations for WAVE I are as follows:

Division	Budget
1622 Syracuse	\$13,440
1623 Albany	\$13,440
1626 Buffalo	\$9,120
1636 Nashua	\$12,000
Total:	\$48,000

Enclosed please find a WAVE I PDI brochure. Utilize the brochure to determine your PDI needs for WAVE I. You can not exceed your allocated budget referenced above. Please return your WAVE I PDI needs to the ROI, attn. Darren on/before November 21, 1996

WAVE I PDI brochures will be forwarded to all Sales Reps. Once you have submitted your PDI allocations and after they have been entered into the system, you may allocate these resources to your Sales Reps. Should you decide to utilize this allocation format, please provide Darren your allocations by Sales Rep.

Should you have any questions, please advise.

Sincerely,

Stephen MacLeod

S.R. MacLeod
ROM#1610

Allocations should have been
\$152,000 - my mistake we
Basically tripped Allocations.

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